

## Message Text

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INFO SECSTATE WASHDC 2504

AMEMBASSY BONN

AMEMBASSY PRAGUE

AMEMBASSY VIENNA

UNCLAS DUSSELDORF 0069

USDOC

VIENNA FOR EAST WEST TRADE CENTER

E.O. 11652: N/A

TAGS: BTIO, GW

SUBJECT: AGRICULTURAL CHEMICALS FOR CZECHOSLOVAKIA

1. POST HAS BEEN APPROACHED BY JOSEF STEPANEK, COMMERCIAL ATTACHE, EMBASSY OF CZECHOSLOVAKIA, 5302 BONN- BEUEL, IM RHEINGARTEN 7, WITH A REQUEST FOR OUR ASSISTANCE IN LOCATING POTENTIAL AMERICAN SUPPLIERS OF CERTAIN AGRICULTURAL CHEMICALS USED IN HIS COUNTRY. HE SAID THAT 90 PER CENT OF THESE PRODUCTS ARE CURRENTLY IMPORTED FROM THE FRG BUT THAT CZECHOSLOVAKIA IS INTERESTED IN DIVERSIFYING ITS SOURCES OF SUPPLY.

2. THE PRODUCTS IN QUESTION AND ESTIMATED ANNUAL NEEDS ARE AS FOLLOWS:

PYRAZON -- 400 METRIC TONS (THIS PRODUCT IS CURRENTLY BEING SUPPLIED BY BASF UNDER THE TRADE NAME "PYRAMIN".); METIRAM --250 METRIC TONS (THIS PRODUCT, USED FOR THE TREATMENT OF FUNGI ON FRUIT, HOPS, GRAPES, AND VEGETABLES, IS CURRENTLY SUPPLIED BY BASF UNDER THE TRADE NAME "POLYRAM COMBI."); TRIDEMORPH -- 50,000 LITERS (THIS UNCLASSIFIED

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PRODUCT, USED ON GRAINS, IS CURRENTLY SUPPLIED BY BASF UNDER

THE TRADE NAME "CALIXIN"); N-/3,4-DICHLORFENYL/N-METHOXY-N- METHYLHARNSTOFF -- 80 METRIC TONS (THIS HERBICIDE IS CURRENTLY SUPPLIED BY HOECHST UNDER THE TRADE NAME "AFALON"); 4,6-DINITRO-2-SEC. BUTYLFENYL-ACETATE --270 METRIC TONS (THIS HERBICIDE IS CURRENTLY SUPPLIED BY HOECHST UNDER THE TRADE NAME "ARETIT."); PENTACHLORNITROBENZEN -- 8 METRIC TONS (THIS FUNGICIDE IS CURRENTLY SUPPLIED BY HOECHST UNDER THE TRADE NAME "BRASSICOL."); TRIFENYLCINACETAT/FENTIN-ACETAT--20 METRIC TONS 8THIS FUNGICIDE IS CURRENTLY SUPPLIED BY HOECHST UNDER THE TRADE NAME "BRESTAN."); AND ENDOSULFAN--75 METRIC TONS (THIS INSECTICIDE IS CURRENTLY SUPPLIED BY HOECHST UNDER THE TRADE NAME "THIODAN EC."). MR. STEPANEK SAID THAT OTHER PRODUCTS WITH THE SAME QUALITIES AS THOSE SPECIFIED WOULD ALSO BE ACCEPTABLE. ANY QUOTATIONS SHOULD BE C AND F (CZECH STATE ENTITY WILL COVER INSURANCE) WITH DELIVERY FOR THE THIRD AND FOURTH QUARTERS OF THIS YEAR FOR USE IN 1976 CROP YEAR. ROTTERDAM AND HAMBURG ARE THE PREFERRED PORTS OF DELIVERY.

3. COMMENT: STEPANEK SAID THAT HE IS AMONG THOSE CZECH BUREAUCRATS GENERALLY INTERESTED IN DIVERSIFYING SOURCES OF SUPPLY. HE CITED A CHANGE IN CZECH PROCUREMENT POLICY RE ARTIFICIAL FIBERS WHERE THOSE HOLDING A SIMILAR BELIEF HAD PREVAILED AGAINST A GROUP FAVOURING TRADITIONAL GERMAN SOURCES.

4. ACTION REQUESTED: IN VIEW OF THE SOMEWHAT SPECULATIVE NATURE OF THIS INQUIRY WE DECIDED NOT TO SUBMIT IT AS A REGULAR TRADE OPPORTUNITY. HOWEVER, WE WOULD APPRECIATE IT IF COMMERCE WOULD BRING IT TO THE ATTENTION OF POTENTIALLY INTERESTED AMERICAN SUPPLIERS WITH THE REQUEST THAT THEY CORRESPOND DIRECTLY WITH MR. STEPANEK AT THE ABOVE LISTED ADDRESS.HENNEMEYER

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